

LEAN COMMITMENT SPEEDS PRODUCTION, BOOSTS SALES

ABOUT AEROCISION. AeroCision has been serving top aerospace equipment manufacturers for over 50 years. Based in Chester, Connecticut, with 70 employees, AeroCision is ISO 9001:2008, AS 9100C, and NADCAP accredited. The company machines and assembles complex, highest tolerance parts involving exotic metals manufactured by highly trained people using robust processes and machinery in a sophisticated systems-rich environment. In 2017, AeroCision was presented with the Rolls-Royce Aerospace Division's Supplier of the Year award.

THE CHALLENGE. AeroCision is committed to Lean continuous improvement processes. The company strives to create a rewarding work environment where employees learn from each other to ensure ongoing success. AeroCision's Production Manager, Sean Morrissey, was interested in helping to facilitate continuous improvement education for the balance of the company's team members. He reached out to CONNSTEP, Connecticut's NIST MEP affiliate, for recommendations on sustaining AeroCision's growth strategy.

MEP CENTER'S ROLE. CONNSTEP advised Morrissey to participate in its proprietary Continuous Improvement Champion Certification (CICC) program. The 12-week course provided intensive exposure to the principles and practices needed to develop and sustain the Lean enterprise. Morrissey applied the classroom instruction to a real-life project at AeroCision, and CONNSTEP Lean consultants provided on-site mentoring and knowledge assessments as part of the CICC program.

Morrissey shared the Lean training tools with his colleagues at AeroCision to improve everything from overall production and quality checks to shipping product out the door. The company brainstormed with teams from every department on ways to improve inspection time and load leveling its production process as part of a Value Stream Mapping exercise. By laying out every step in the current state of their organization, AeroCision managed to pinpoint and cut waste from its processes and determine which areas required improvement. The company decided to move from a 3-axis machine environment to a more comprehensive 5-axis machine environment that could produce parts faster and with higher quality. The investment cut 6-8 weeks out of what used to take 16 weeks to make finished parts, resulting in increased sales and capacity, improved cash flow, and more jobs at AeroCision.

"Attending CONNSTEP's CICC program inspired me to think outside the box in terms of different methods for time saving. It gave me the confidence to make more meaningful ROI suggestions for AeroCision's capital investments. The Lean training we received from CONNSTEP really opened AeroCision up to a new, cost effective, high quality step up the chain."

-Sean Morrissey, AeroCision Production Manager

RESULTS



Increased sales by **\$5 M**, retained all legacy parts re-bid



Created **6** jobs, retained 2 jobs



Gained **\$700,000** in cost savings



Increased capital investments by **\$2,200,000**



Cut **1,700** machining hours, 500 inspection hours, and 350 set-up hours (6-8 weeks total)

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